

**SUBMITTAL TO THE BOARD OF SUPERVISORS  
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

269



**FROM:** Stanley L. Sniff Jr., Sheriff-Coroner-PA

**SUBMITTAL DATE:**  
02/25/10

**SUBJECT:** Approval of Helistream, Inc. as a Sole Source Vendor for the Provision of Helicopter Pilot Training for the Sheriff's Aviation Unit.

**RECOMMENDED MOTION:** Move that the Board of Supervisors authorize the Purchasing Agent to award a helicopter pilot training contract to Helistream, Inc., on behalf of the Sheriff's Department, for a cost not to exceed \$100,000 per year until June 30, 2013, without securing competitive bids, in accordance with Ordinance 459.4.

**BACKGROUND:** The Sheriff's Aviation Unit currently operates a fleet of four American Eurocopter AS 350B3 helicopters and one ex-military OH-58 helicopter. The four AS 350B3 helicopters are used for day and night patrols, special support flights and search and rescue missions. The OH-58 is being used to augment training and patrol operations.

During the Nineties, when the Aviation Unit's fleet consisted mainly of McDonald Douglas 500 aircraft, the Sheriff utilized Western Helicopter Operations in Rialto for all helicopter training. Unfortunately, this firm is not equipped to provide pilot training for the AS350B3.

Based on staff research, the Sheriff's Department has found only two training schools in the Western U.S. which offer authorized AS 350B3 pilot training: Helistream, Inc. in Costa Mesa, California and the American Eurocopter factory and U.S. operations base in Grand Prairie, Texas.

*Stanley L. Sniff Jr.*  
Stanley L. Sniff Jr., Sheriff-Coroner-PA  
Will Taylor, Director of Administration

(Continued on Page 2)

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$50,000	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$50,000	Budget Adjustment:	No
	Annual Net County Cost:	\$100,000	For Fiscal Year:	FY 2009-10

<b>SOURCE OF FUNDS: Department Budget</b>	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input type="checkbox"/>

**C.E.O. RECOMMENDATION:**

APPROVE  
*Robert Tremaine*  
BY: Robert Tremaine  
Robert Tremaine

**County Executive Office Signature**

**MINUTES OF THE BOARD OF SUPERVISORS**

On motion of Supervisor Buster, seconded by Supervisor Stone and duly carried, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Buster, Stone, Benoit and Ashley  
Nays: None  
Absent: Tavaglione  
Date: March 16, 2010  
xc: Sheriff, Purchasing

Kecia Harper-Ihem  
Clerk of the Board  
By: *Kecia Harper-Ihem*  
Deputy

3.52

Purchasing: *Mark Seiler*  
 Mark Seiler, Assistant Director  
 Departmental Concurrence  
 Policy  Policy   
 Consent  Consent   
 Dep't Recomm.:  Per Exec. Ofc.:

The Sheriff's Department is proposing the award of contract to Helistream, Inc. for the following reasons:

1. Helistream will provide Pilot Refresher Training / Emergency Procedures (commonly referred to as recurrency training) at \$2,502 per pilot less than what American Eurocopter charges. In addition, by sending the pilots for training at Helistream, in Costa Mesa, the Department will not incur travel, lodging and other per diem expenses associated with training in Texas.
2. American Eurocopter only provides the recurrency training. The Sheriff's helicopter pilots must also receive biannual training in turbine transition and mountain/ high altitude flight; instruction American Eurocopter does not offer. So the Department would have to use Helistream for selected training, regardless.
3. Retirements have depleted our pilot resources, thus we intend to enroll a Tactical Flight Officer in the commercial pilot training program to prevent attrition. Again, American Eurocopter does not offer such instruction.

All of the trainings specified above are required by the Federal Aviation Administration for our pilots to maintain compliance for a commercial pilot rating and specialized certificates. The Sheriff's Department anticipates an annual training expenditure of \$100,000 with Helistream.

Of special note, Helistream also provides helicopter pilot training for the Orange County Sheriff's Department.

**Price Reasonableness:** For pilot recurrency training, American Eurocopter charges \$2,450 per hour of flight training, plus \$1,350 for one day of ground school. The course requires two hours of flying, making the total cost \$6,250. Their total cost for biannual recurrency training for six pilots, including travel, boarding, and per diem expenses, is approximately \$90,000.

For the same recurrency training Helistream Inc. charges \$1,574 per hour for flight training and \$100 per hour for ground school. Helistream Inc. completes this training in one day and includes two hours of flight instruction and six hours of ground school, for a total cost per pilot of \$3,748. Biannual training for six pilots would total \$44,976. Therefore, by utilizing the services of Helistream versus American Eurocopter, the Riverside County Sheriff's Department will save approximately \$45,000 for recurrency training alone.

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**Service Level Agreement**

**Between**

**Riverside County Sheriff' Department  
Technical Services Bureau**

**and**

**City of Lake Elsinore**

**For**

**Virtual Server Support (TAGRS Project)**

02/01/2010

Date: 02/02/2010

From: Lt. Chuck Woody Department/Agency: Sheriff/Aviation

To: Board of Supervisors

Via: Purchasing Agent

Subject: Request for Sole Source Procurement;

The below information is provided in support of my Department requesting approval for a sole source. Outside of a duly declared emergency, the time to develop a statement of work or specifications is not in itself justification for sole source.

Supply/Service being requested: **Helicopter Pilot Training**

Supplier being requested: **Helistream, Inc.**

Alternative suppliers that can or might be able to provide supply/service: **The only other American Eurocopter Authorized Training Center in the western region of the United States is American Eurocopter (Grand Prairie, Texas)**

Extent of market search conducted: **Staff conducted an Internet search for schools in the Western United States. After identifying Helistream, staff discovered that the helicopter training firm also provides training to the Orange County Sheriff's pilots.**

Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide: **Helistream Inc. is the only facility in the western United States that offers all required training for pilots in the American Eurocopter AS350B3. The American Eurocopter factory and U.S. base of operations in Grand Prairie, Texas, only offers pilot recurrency training. It does not offer initial pilot training.**

Reasons why my department requires these unique features and what benefit will accrue to the county: **The Federal Aviation Administration requires special training to maintain compliance for a commercial pilot rating and specialized certificates. As stated above, Helistream Inc. is the only training school which offers the required training.**

Using Helistream Inc. will also allow us to completely train our pilots in the same type/model aircraft we currently operate. By training locally, the Department will save the cost for travel, boarding, and per diem expenses, which would be incurred during training in Texas.

Price Reasonableness: **For pilot recurrency training, American Eurocopter charges \$2,450 per hour of flight training, plus \$1,350 for one day of ground school. The course requires two hours of flying, making the total cost \$6,250. Their total cost for biannual recurrency training for six pilots, including travel, boarding, and per diem expenses, is approximately \$90,000.**

For the same recurrency training, Helistream Inc. charges \$1,574 per hour for flight training and \$100 per hour for ground school. Helistream Inc. completes this training in one day and includes two hours of flight instruction and six hours of ground school, for a total cost per pilot of \$3,748. Biannual training for six pilots would total \$44,976. Therefore, by utilizing the services of Helistream versus American Eurocopter, the Riverside County Sheriff's Department will save approximately \$45,000 for recurrency training alone.

Does moving forward on this product or service further obligate the county to future similar contractual arrangements? **No.**

  
\_\_\_\_\_  
**Department Head Signature**

*3/14/10*  
\_\_\_\_\_  
**Date**

Purchasing Department Comments:

Approve       Approve with Condition/s  
  
\_\_\_\_\_  
**Purchasing Agent**

Disapprove  
*3/13/10*  
\_\_\_\_\_  
**Date**